

# Central and Eastern European Network (CEENET)

Welcomes

## Danube Chambers of Commerce Association (DCCA)

Trade Visit to Connecticut, USA

### About CEENET

CEENET (Central and Eastern European Network) is a private association of Connecticut professionals interested in fostering stronger ties between Connecticut and Central and East Europe primarily through international business.

### About DCCA

DCCA (Danube Chambers of Commerce Associations) includes chambers of commerce in Austria, Bulgaria, Croatia, Germany, Hungary, Romania, and Serbia.

Corporate members and representatives from these chambers will be in attendance.



**Nov 17-18, 2011**

Updike, Kelly, & Spellacy, P.C.  
100 Pearl Street, 2nd Floor  
Hartford, CT 06103  
USA

**You are invited**

**to the DCCA Trade Visit hosted by CEENET**

## 2011 Trade Visit details

### Benefits of Participation:

- Program is designed to maximize opportunities for companies to make contacts, form partnerships and engage in cross-border trade
- Information sessions on engaging in international trade in CT and in CEE
- Business-to-business matching and networking sessions
- Visits by CEE companies to local industries

### To register:

- To register your company for the event or for sponsorship opportunities, contact **Dana Bucin** at [dbucin@uks.com](mailto:dbucin@uks.com) or by phone at +1 860 548 2629. This event is free for companies registered to participate in business matches
- All other registrants—see Page 7 for RSVP details

Space is limited. RSVPs are required by October 28th

Sponsorship information / current sponsors (Page 2)

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Visit us at  
[www.ctceenet.org](http://www.ctceenet.org)



# Sponsorship

## Current sponsors

### “Gold”

- István Széchenyi Chair at Quinnipiac University
- Updike, Kelly & Spellacy, P.C.

### “Silver”

- Budapest Chamber of Commerce and Industry
- Connecticut Innovations
- DCCA
- JH Cohn LLP
- Liberty Bank
- Metro Hartford Alliance



## István Széchenyi Chair in International Economics



UPDIKE ■ KELLY ■ SPELLACY



## Sponsorship levels

### Gold Sponsors— \$1,000

- 1 full page ad in the program brochure (including in the brochure circulated at Governor’s luncheon address)
- may bring banner/ marketing materials at business sessions at UKS
- participation on a panel appropriate for the industry (if desired)
- mention throughout the program and specifically at the Governor’s address as "Gold Sponsors", together with brief information about the Sponsor’s business
- inclusion on CEENET website as "Gold Sponsor" + link to Sponsor’s website
- free admission for up to 5 representatives for the Governor’s lunch and any morning or afternoon sessions
- free admission for companies invited by the Sponsor for the business matches
- Visits to local CT industries

### Silver Sponsors— \$500

- 1/2 page ad in the program brochure (including in the brochure circulated at Governor’s luncheon address)
- may bring banner/ marketing materials at business sessions at UKS
- participation on a panel appropriate for the industry (if desired)
- mention throughout the program and specifically at the Governor’s address as "Silver Sponsors"
- inclusion on our CEENET website as "Silver Sponsor", with link to Sponsor’s website
- free admission for up to 3 representatives for the Governor’s lunch and any business matching sessions
- free admission for companies invited by the Sponsor for the business matches

## Highlights

### Day 1

Governor's Luncheon

DCCA

### Day 2

US Department of  
Commerce

DCCA

## Tentative Agenda

### Day 1 (Thursday - November 17, 2011)

**8:00—9:00** *Continental Breakfast, Registration and Welcoming Remarks*

**9:00—11:00** *Morning Session (UKS, 100 Pearl St, 2nd Fl, Hartford)*

Presentation and Roundtable Discussion on International Business between Connecticut and Central and Eastern European countries (CT State Agencies and DCCA Representatives)

**11:30—1:30** *Lunch—Keynote Address (Society Room, 31 Pratt St, Hartford)*

Luncheon with the Honorable Dannel Malloy, Governor of Connecticut

**1:45—3:00** *Afternoon Session 1 (UKS, 100 Pearl St, 2nd Fl, Hartford)*

Business Matching

**3:20—4:30** *Afternoon Session 2*

Governmental Activities: Visit Connecticut State Capitol

**5:00—6:00** *MetroHartford Reception (By invitation only)*

Hosted by the International Business Council of the MetroHartford Alliance

**7:00—9:00** *Dinner (By invitation only)*

### Day 2 (Friday - November 18, 2011)

**7:30—9:30** *Morning Session 1 (UKS, 100 Pearl St, 2nd Fl, Hartford)*

Presentation on US exports by Anne Evans, District Director, US Department of Commerce and co-panelists (TBD)

**9:30—11:30** *Morning Session 2*

Optional Visits to CT Companies

**12:00—1:30** *Lunch and cross-border panel (UKS, 100 Pearl St, 2nd Fl, Hartford)*

Roundtable panel on legal, accounting and financial issues involved with cross-border transactions, chaired by Dana Bucin, Esq. of Updike, Kelly & Spellacy, P.C.

**1:30—3:00** *Afternoon Session 1 (UKS, 100 Pearl St, 2nd Fl, Hartford)*

Business Matching

**3:20—4:30** *Afternoon Session 2*

Cultural Activity: Mark Twain House

**5:00—6:00** *Wine Tasting Reception (Marriott Downtown, 200 Columbus Blvd, Hartford)*

Wine Tasting provided by Sauska Wines

**7:00—9:00** *Closing Dinner (By invitation only)*

## Founding members

### **Christopher Ball**

Quinnipiac University,  
István Széchenyi Chair of  
International Economics  
Hamden, CT, USA

### **Dana Bucin**

Updike, Kelly, & Spellacy,  
Attorney: International  
Business Law, Immigration  
Law, General Business Law  
Hartford, CT, USA

### **Bence Erdelyi**

Quinnipiac University,  
Hamden, CT, USA  
iProperty Budapest,  
Hungary

### **Milena Stankova Erwin**

University of Hartford,  
Entrepreneurial Center  
Hartford, CT, USA

### **Slava Kulaga-Busch**

Pratt & Whitney  
(United Technologies),  
Global Supply Chain  
East Hartford, CT, USA

### **Giora Lebl**

Subo International LLC,  
General Manager  
Woodbury, CT, USA

### **John Meyers**

mGlobalConsult,  
Principal  
Hartford, CT, USA

### **Irina Naoumova**

Barney School of Business  
Institute for  
Entrepreneurship and  
Economic Development,  
Director and Associate  
Professor of  
Entrepreneurship  
Hartford, CT, USA

### **Donna Starzecki**

Charter Oak Communities  
Chief Operating Officer  
Stamford, CT, USA

# About CEENET



Seeing an opportunity to improve the environment for international business and fostering stronger ties between Connecticut and Central and Eastern Europe primarily through trade, a network of Connecticut professionals formed a non-stock corporation, The Central and Eastern European Network (CEENET Inc.).

CEENET's fall event in 2011 will be a trade visit for The Danube Chambers of Commerce Association (DCCA) to Connecticut on November 17<sup>th</sup> and 18<sup>th</sup>. The DCCA's philosophy is to create a single platform of commercial opportunities for its diverse member countries (Austria, Bulgaria, Croatia, Germany, Hungary, Romania, and Serbia). Combining the DCCA's goal to promote international trade regionally with CEENET's ambition to increase international business in Connecticut, this event will bring additional business opportunities to Connecticut.

Additional information regarding this event can also be found on CEENET's website, [www.ctceenet.org](http://www.ctceenet.org).

For more information on CEENET  
please visit [www.ctceenet.org](http://www.ctceenet.org)

## Participants

### DCCA Companies

- Budapest Chamber of Commerce and Industry
- CBA
- Chronos Consulting
- Collaps
- Domo
- ELKA
- Eximon
- Hungarian State Holding Company
- Pontsystem
- Starjobs
- Zsozo

### CT Companies

- CT Innovations
- GEI Consultants
- ID Mail
- Liberty Bank
- Light Sources
- Oxford Performance Materials
- Subo International
- The Metro Hartford Alliance
- Updike, Kelly & Spellacy, P.C.
- US Department of Commerce/ International Trade Administration

## DCCA Participants

### • Budapest Chamber of Commerce and Industry

Represents a range of businesses and other service providers and their general interests via delegates, corporations and leaders elected by them from the membership. The chamber is an economic self-government that is independent from political parties.

### • CBA Kft

Largest Hungarian owned retail trade chain with 3895 stores in Bulgaria, the Czech Republic, Croatia, Hungary, Montenegro, Romania, Serbia, Slovakia and in Slovenia.

### • Chronos Consulting SRL

Marketing, Media and PR Agency with full service for his national and international clients, such as media planning, campaign strategies and marketing strategies; premium magazine editor in the Carpathian region.

### • Collaps Kft.

Advisory firm for startup companies.

### • Domo

Retailer of household appliances and IT&C from Romania with a large portfolio of national and international brands. DOMO's vision is to be present in every home in Romania with every imaginable kind of electrical, electronic or IT&C commercialized products with the aim of helping and inspiring people in their daily domestic life.

### • ELKA International

Cargo and Logistics. Transport and warehouse logostician and customs services.

Produces plastic material injection for Romanian household electrical appliances spare parts and molds including games and toys. Launched Romanias first logic and perspective game called QUATRENE 3D which is also made for disabled children.

### • Eximon

Trade and Peat Mining.

### • Hungarian State Holding Company

MNV – Magyar Nemzeti Vagyonkezelő - manages 254 Hungarian companies and owns 14% of national real estate in Hungary.

### • Pontsystem Kft.

Company specializing in banking software with offices in Hungary, Romania, and Serbia.

### • Starjobs Kft.

Human resources advisor with offices in 6 countries: Hungary, Romania, Finland, Latvia, Lithuania and United Kingdom.

### • Zsozo SRL

Manufacturer of a large assortment of outdoor and indoor shading products, implementation of garage and industrial doors, loading technology, hermetical medical doors.

## Participants

### DCCA Participants

- CBA
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- Hungarian State Holding Company
- Pontsystem
- Starjobs
- Zsozo

### CT Participants

- CT Innovations
- GEI Consultants
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- Liberty Bank
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- Oxford Performance Materials
- Subo International
- The Metro Hartford Alliance
- Updike, Kelly & Spellacy, P.C.
- US Department of Commerce / International Trade Administration

### CT Participants

#### • Connecticut Innovations

Provides strategic capital and operational insight to push the frontiers of high-tech industries such as energy, biotechnology, information technology, and photonics.

#### • GEI Consultants, Inc.

Provides a broad array of geotechnical, water resources, environmental and ecological science and engineering consulting services to clients nationwide and worldwide.

#### • ID Mail Systems, Inc.

Provides innovative and cost-effective mail and parcel barcoding, identification, processing and sorting systems for postal operators, mail service bureaus, corporate and captive mail centers, international mailers and private delivery companies.

#### • Liberty Bank

Oldest mutual savings bank in CT, 42 locations in CT, est. \$3 billion in assets.

#### • Light Sources, Inc.

Provides innovative designers and manufacturers in the specialty lighting industry, with locations in North America, Europe and Asia.

#### • Oxford Performance Materials, LLC

Specializes in using an ultra high performance thermoplastic technology platform (PEKK) in green energy production, to make planes lighter, to increase silicon chip speed, and to produce medical products

#### • Subo International LLC

Consulting firm based in Connecticut with active operations worldwide including Western, Central and Eastern Europe, Asia, and Latin America.

#### • The Metro Hartford Alliance

Brings together businesses, education and healthcare institutions, municipalities, non-profit organizations and government leaders who are invested in the Hartford Region's future economic growth and its viability for robust business development. To that end, the Alliance supports pro-growth legislation, helps local companies expand, assists start-ups, encourages government investment in key infrastructure assets, develops programs for young professionals and recruits out of state companies to build a presence in the Region.

#### • Updike, Kelly & Spellacy, P.C.

Major Connecticut law firm with comprehensive legal and public affairs services placing them at the center of law, business and politics in Connecticut. A member of Meritas™ which extends services throughout the United States and the world.

#### • US Department of Commerce / International Trade Administration

Promotes job creation, economic growth, sustainable development and improved standards of living for all Americans by working in partnership with businesses, universities, communities and our nation's labor force.



## Highlights

Day 1

\$50

Day 2

\$15

Day 1 + Day 2

\$60

## RSVP Options

### Participants Other Than Registrants for Business Matching:

Please RSVP via email to Dana Bucin at [dbucin@uks.com](mailto:dbucin@uks.com) no later than October 28, 2011

+

Mail your check (made out to CEENET Inc.) to:

Dana Bucin  
Updike, Kelly & Spellacy, P.C.  
P.O. Box 231277  
Hartford, CT 06123-1277

#### **Option 1 - \$50/per person**

Day 1 (Thursday - November 17, 2011)

Governor's Lunch 11:30 - 1:30, Society Room, 31 Pratt St, Hartford

Afternoon Business Matching 1:45-3:00, UKS, 100 Pearl St, 2nd Fl, Hartford

#### **Option 2 - \$15/per person**

Day 2 (Friday - November 18, 2011)

Evening Wine Tasting Reception

5:00-6:00 pm Marriott Downtown, 200 Columbus Blvd, Hartford

#### **Option 3 - \$60/per person**

Both Day 1 + Day 2 Above